

Miss Tolinger

COOPERATIVE EXTENSION WORK IN AGRICULTURE AND HOME ECONOMICS

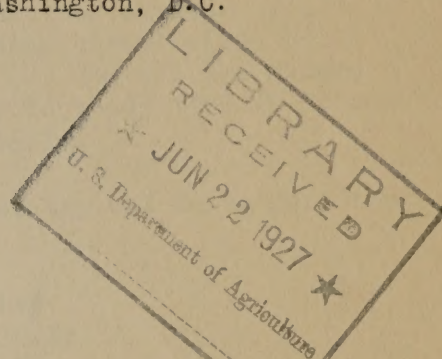
U. S. Department of Agriculture
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Cooperating

Extension Service, Office
of Cooperative Extension Work,
Washington, D.C.

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EXTENSION WORKERS CONFERENCE
CENTRAL STATES
SUMMARY OF POULTRY PROGRAM

Madison, Wisconsin
May 10 to 13, 1927



At the opening session Dean Russell of the Wisconsin College of Agriculture, called attention to the economic importance of the poultry and dairy industry. In speaking about their growth and development, he laid emphasis on the fact that expansion had taken place with these industries in spite of a general price depression for agricultural products. The dairy and poultry industries have not entered into the movement to legislate higher prices. He contrasted the scale of living in America with that of some of the far eastern countries he had recently visited. Where the poultry and dairy industry was flourishing, there was found a high standard of living.

Dr. M. A. Jull, Senior Poultry Husbandman, U. S. Department of Agriculture, gave a short paper on "The Extension Man's Interest in Poultry Investigations." He called attention to the fact that all development must be based on fundamental research problems and that the industry was not confronting a very important phase in improving quality of the products and thus, indirectly, increase consumption. The extension workers were charged with the mission of presenting to the farmer improved sanitation methods as one of the various means to decrease the cost of production. Appropriate attention should also be given to breeding and feeding.

A joint session of the dairy and poultry interests was addressed by Dr. E. B. Hart, Professor of Chemistry, on the subject "Modern Ideas of Nutrition." This lecture was illustrated with lantern slides showing birds developed with various experimental rations. The use of ultra violet light and the addition of certain vitamins was depicted.

The time allotted to Professor J. G. Halpin on the subject, "Recent Developments in Poultry Nutrition," seemed entirely too short. Professor Halpin used mounted birds to illustrate different points, such as the effect of sunshine, minerals, cod liver oil, etc. He spoke of the many different experimental combinations that were tried out before the Wisconsin Chick ^{growing} Mash was announced. This ration, is a combination that is particularly well adapted for using home grown feeds and milk. During the remainder of the afternoon an attempt was made to take up more of the Extension side of the work, but the discussion frequently drifted back to subject matter topics.

Professor J. B. Hayes took up the question of demonstration on feeding young chicks. A very complete chick brooding record sheet is in use in Wisconsin, a sample of which was given to each specialist. Professor Hayes is interested in comparing the forms used by other states. The Wisconsin Chick Brooding plan includes the following essentials: (1) Hatch early. (2) Use a portable colony house. (3) Get all the chicks at one time. (4) Feed a complete ration. (5) Avoid moldy feed or litter. (6) Graze on clean ground. (7) Don't neglect details.

Results of chick brooding records from eleven typical farms gave the following summary:

Cost per chick	14¢
Total cost - 12 weeks old	30.3¢
Mortality	17%

The average lot of chickens numbered 428, with a fuel cost of \$4.87, and a feed cost of \$47.41.

The demonstration meetings under the system now in operation there, are arranged for by the County Extension Agent.

A great deal of brooding is carried on through the hatcheries. For example, one hatchery sold thirty-two coal burning stoves and ten electric brooders, and were instrumental in placing from fifteen to twenty Colony brooder houses. . . . The same hatchery mixed feed according to the Wisconsin formula and at the height of the season was disposing of a ton of feed daily.

Mr. H. H. Alp of Illinois presented a carefully thought out paper on demonstrations for feeding mature stock. In this paper he brought out the following five points: (1) Economic importance of the demonstration; (2) Practicability; The adoption of any new method depends largely on its simplicity and its practical application. In making up feed formulas, use pounds and not percentages. (3) Timely. Why stress a feeding program until we have instructed the owners in other factors necessary to profit, such as disease and breeding. The following data was quoted from Illinois Record Farms, 1926.

	Group I	Group II
	26 Farms	26 Farms
	No mash	Mash All Year
Feed cost	96.5¢	2.04
Egg Production	93.4	120.
Profit	1.46	.71¢

A gain in egg production of 26.6 eggs cost \$1.07

(4) A demonstration should be flexible. (5) Diplomacy of specialists. A sincere appeal aided with forceful and convincing argument, is far better than sarcasm or reproach.

This paper brought out a lively discussion and most of those present were inclined to disagree with Mr. Alp in regard to his conclusions on Item 3. The question resolved itself around the problem of first attacking a sanitation and breeding program before taking up feeding.

The specialists from Nebraska told of their feeding demonstrations which were carried out in cooperation with the Farm Engineering Department. Their one big factor was poultry equipment, and by giving the poultry equipment demonstration and the lecture on feeding at the same time, they accomplished very satisfactory results.

The second day of the Conference consisted of a tour, the poultry section being in charge of J. B. Hayes. Very complete plans had been worked out for this tour, including a blueprint of Dade and Jefferson Counties, which were to be covered. The itinerary included the following towns: Watertown, Waterloo, Jefferson and Fort Atkinson. Near Waterloo we visited the farm of Mr. Henry Gorder, who has 300 White Leghorn hens, a practical straw loft poultry house. While passing through the Watertown area, Mr. Hayes explained the goose industry for which this section is famous. This being the wrong time of the year for the noodle fattening process, we were not able to see the process in actual operation.

At Jefferson we visited the private plant of J. Haubenschild, who collects eggs by truck from 250 to 300 farms, grades, candles, packs, and sells to the Chicago market. He has carried on this huckster work for the past 11 years.

The next stop was made at the James Farm, where the new poultry house designed by the James Manufacturing Company, was inspected. This house is a radical departure from the type of poultry house most commonly seen. The roof is oval in shape and extends to the ground, giving one the impression of an elongated Eskimo igloo. Only two square feet of floor space per bird is allotted in this house, a ventilating system being installed to take care of excess moisture. The birds that had spent the winter in this house appeared to be in very good condition.

A dinner was given the party by the Chamber of Commerce of Fort Atkinson, and addresses given by representatives of three commercial concerns: Hoard's Dairyman, Creamery Package Manufacturing Company, and James Manufacturing Company. Mr. James, president of the James Manufacturing Company discussed "Service in Materials." He quoted from Wisconsin Bulletin 387, which states that "Service in Materials" is not effective without extension work. In the visit to the James Manufacturing Company's plant, he brought out continually how the manufacturing concern is forced to improve its efficiency in every way possible in order to maintain their profit. This is the message that he wished to be carried to the farmers through Extension Work, - Improve their efficiency.

The poultry Section held an afternoon conference at Fort Atkinson and were addressed by Mr. A. B. Dann, Poultry Department, James Manufacturing Company. In speaking of the Extension problems of a commercial concern, he said that the farmers must first be sold the idea for better housing or feeding; then, in addition, the farmer must be moved to the point that he will purchase its particular brand. In this respect the Extension work of a commercial concern is more complicated than for an educational institution.

Mr. Mueller, Secretary of the Fort Atkinson Poultry Association, gave briefly the development of their Poultry Association. Years ago an active Fancier Association was in operation, but with the dying off of the fancier movement, the interest in the Association was diminished. In fact, the Association was actually in debt. About that time the accredited hatchery movement started and the Association brought their entry rules up to date to include production classes. The show phase of the Association immediately improved and now the Association holds meetings twice a month throughout the year, and is a big factor in the poultry development of the community.

Fort Atkinson is the home of the accredited hatchery idea. The Mueller and Cory Hatchery was the first to be accredited in Wisconsin and in the United States. There are at present eleven accredited hatcheries in Fort Atkinson, with an output of approximately 125,000 chicks per week during the season.

Mr. H. M. Lackie, State Bureau of Markets, has charge of the accreditation work in Wisconsin. He gave a brief sketch of the growth and development of accredited work in Wisconsin, starting first in 1921. The main points emphasized were selling the breeding idea through the hatchery and getting the farmer to help himself and pay for services which he rightly should render. Mr. Lackie also spoke of the accredited hatchery movement fitting in with the uniform breeding plan that is now being adopted throughout most of the United States. Mr. Lackie is Secretary of the Accredited Hatchery Committee of The International Baby Chick Association and is in touch with this phase of the movement throughout the country.

The discussion of the Uniform Breeding Plan was continued at the dinner session held at Madison in the evening. Mr. Berley Winton of Missouri discussed the certified phase and Mr. J. A. Hannah of Michigan, outlined the record of performance phase as it is now being carried out in his state.

In dealing with the subject of sanitation, Mr. J. H. Moore told of the recent Michigan experiment in combatting intestinal parasites. Mr. F. G. Riley of Indiana's specialized work on coccidiosis and Mr. J. R. Redditt gave a summary of some avian tuberculosis eradication work

that is at present going on in Burt County, Nebraska, Mr. Redditt's summary is as follows:

"The prevalence of avian tuberculosis throughout the country, the heavy loss it is causing in cattle and swine, as well as in poultry, and the impossibility of curing it makes evident that control measures be adopted. The Nebraska Livestock Sanitation Board and the Nebraska Agricultural Extension Service in cooperation with flock owners are working on plans intended to solve this problem.

The plan requires that testing of all birds and the removal of reactors within a prescribed area be done by the Nebraska Livestock Sanitation Board, and following this, all flock owners immediately take steps to carry out the "Grow Healthy Poultry" project, as outlined by the Agricultural Extension Service."

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At the next session/the Foultry Section the campaign methods of Extension teaching was taken up. In discussing the organization of campaigns, Mr. Shrader brought out the following points: (1) A campaign is not a short time proposition. (2) The selection of a problem, the solution of which is adaptable to campaign methods. (3) The building up of a program of work so as to use demonstrations as stepping stones toward the widespread simplified practice campaigns. (4) The use of all publicity agencies.

Mr. J. R. Smythe of Kentucky told how campaign methods were applied to a caponizing project in which the specialists and county agents devoted their time to training leaders, and the leaders to train others and put on the work. The campaign method was desirable in that it enabled them to secure enough volume to ship the capons in carload lots.

Mr. R. E. Gray of Ohio furnished the outline of a tuberculosis project which had been planned by Mr. Vickers, but because of his leaving the service it had not been put into operation.

The steps in organizing a campaign, as brought out by Mr. Shrader's and Mr. Cray's discussion, are enumerated as follows:

1. Statement of situation.
2. Practices to be taught.
3. Launching.
4. Survey
5. Prospect list.
6. Teaching.
7. Enrollment
8. Information and follow-up service.
9. Reporting.
10. Review of results and revising plans for the next year.

Miss Cora E. Cook of Minnesota, told of their achievement days and the follow-up work as carried on with the women in her state. The achievement days were highly successful, not only from the standpoint of stimulating interest, but from securing reports, because a part of the achievement work is the presentation of reports.

Mr. F. G. Riley of Indiana took up the discussion of posters. He had on display twenty-five posters, which were uncovered and looked at for five minutes; then all persons in the room were asked to turn their backs and record the names of the posters that they remembered. This practice drill brought out quite plainly the pulling power of "attention", getting over the "informational" type. Mr. A. B. Graham of the Extension Service, Washington, D. C. presented some data on similar poster tests.

The 4-H Club work was discussed in the next session, which was presided over by R. A. Turner of the Washington office, representing the club interests of the central States. In a carefully thought out paper Mr. Winton of Missouri presented his ideas on the subject, "Place of Poultry Specialist in Poultry Club Work." In summarizing his remarks, he stated that the place of a specialist in poultry club work hinges around four ideas. (1) The preparation of subject-matter material. (2) The teaching of Poultry Club plans to the County Extension Agent. (3) The training of poultry project leaders at county conferences. (4) The judging of poultry club products.

Mr. Winton discussed some of the reasons for introducing poultry club work into a community. Formerly, he stated, it was looked upon as an avenue through which standard bred poultry could be introduced, but now such rapid progress has been made in the development of the poultry industry that there is no longer need for carrying on poultry club work for the purpose of encouraging the production of purebred poultry. This was especially true in the states represented at the conference.

Mr. A. J. Weisner of North Dakota discussed the methods used in poultry club work in North Dakota. A summary is as follows: (1) to sell the community the poultry club project so that they will support both the project and the local leader. (2) A definite project is outlined for not less than three years. (3) Simple, complete literature is provided for each of the three years. (4) The project is made sufficiently large to maintain dignity and interest. (5) To establish a definite program for each club carrying out the work, stating the duties of each person. This gives the literature local color and makes clear the job to be done and the part to be played by each person.

Mr. J. H. Claybaugh of Nebraska discussed briefly the methods of sustaining interest in poultry clubs. A summary of his remarks follow:

The older girls and boys in poultry clubs have not continued in club work year after year as they have in some other forms of club work. We do not seem to be holding club members for the advanced projects. The following methods are suggested for sustaining this needed interest:

An intensive poultry club program in a county.
A series of club leaders' conferences with each club
having one member present as a delegate.
Club tours, club picnics, both local and county-wide.
Contests on judging as well as demonstrations are needed
within community, county, state and interstate.
Trips are incentives.
Booth exhibits of equipment and methods help.
Having members start with a brooder house filled to capacity
trains for the future, increases the possible labor income
and appeals to older girls and boys.
Close supervision of work of club leaders and county agents
by state men is the possible source of state enthusiasm.

A most interested and spirited discussion was led by F. D. Riley, Indiana, who brought out three questions quite prominently. (1) What has club work accomplished for boys and girls? (2) How much profit have club members made? (3) How has club work benefited the industry?

It was the thought of the group that the subject of poultry lends itself to 4-H club work, but that in the past the unit of the poultry club project has been too small. Definite steps should be taken to enlarge the unit to conform to poultry practices, as carried out by adults, and financially comparable to other live stock projects.

A club demonstration team next gave a demonstration. The arrangements for this were made by T. L. Bowick, State Club Leader, Wisconsin, the team having driven over from Waterloo, Wisconsin. A very creditable demonstration of hatching and brooding chicks was given. Mr. Eckley was the local club leader and was a former club member himself.

EXTENSION POULTRY SPECIALISTS ATTENDING CONFERENCE

H. L. Shrader,	U. S. Department of Agriculture, Washington, D.C.
H. H. Alp,	Illinois.
P. G. Riley,	Indiana.
E. J. Rood,	Iowa.
J. R. Smyth	Kentucky.
J. A. Hannah,	Michigan.
J. M. Moore,	Michigan.
J. A. Davidson,	Michigan.
Miss Cora Cooke,	Minnesota.
Berley Winton,	Missouri.
J. R. Redditt,	Nebraska.
J. H. Claybaugh,	Nebraska.
R. E. Cray,	Ohio.
T. B. Zumbro.	Ohio.
O. J. Weisner,	North Dakota.
D. C. Henderson,	South Dakota.
J. B. Hays,	Wisconsin.
H. M. Lackie,	Madison, Wis.
Miss Clara M. Sutter,	St. Paul, Minn.
A. B. Dann,	Ft. Atkinson, Wis.

